

Regional Sales Executive – Northeast

ARRI Rental New York the premier rental house for professional motion picture Camera and Lighting equipment is looking for a **Regional Sales Executive** to work in our **Secaucus, NJ** office.

Our products are Innovative, our customer service Legendary and our staff Dedicated.

The **Regional Sales Executive** is responsible for developing the Northeast US market, negotiating deals and coordinating client requests. This person works to improve ARRI Rental's market position and financial growth by building new client relationships while maintaining the existing client base. Using knowledge of the market and competitors, the Regional Sales Executive must identify, develop and leverage ARRI Rental's unique services and product offerings. This role requires consistent interaction with national and international ARRI Rental colleagues and in doing so, helps create an effective group marketing network and data base.

We seek a *creative, self-motivated* individual with **5+ years** of experience in the film equipment rental industry, strong Sales and Marketing skill sets and superior business acumen. A Bachelor degree in Film/TV production or related field is preferred.

Main areas of responsibilities for this full-time role include:

- Increase revenue and market share for ARRI Rental
- Establish and enhance new and existing relationships for ARRI Rental
- Identify future opportunities in the Northeast US region (New York, Pennsylvania, Massachusetts, etc.)
- Maintain strong client relations
- Identify marketing opportunities and present business trends to senior management
- Participate in marketing, technical, and operational meetings to enhance existing marketing database and contribute to the development of ARRI Rental facilities in the Northeast
- Attend industry functions
- Must be able to travel extensively, sometimes at short notice

Skills/Abilities:

- Exceptional customer service skills with a strong sense of urgency
- Positive, extremely motivated and a professional demeanor required
- Strong negotiation and presentation skills
- Excellent business acumen necessary
- Must be detail oriented, exhibit strong organizational skills and demonstrate the ability to handle multiple projects and deadlines simultaneously
- Must handle stressful situations professionally and confidently as well as interact with co-workers and clients respectfully
- Must identify and resolve problems in a timely manner, gather and analyze information skillfully and exhibit sound and accurate judgment
- Fluent in Excel, Word, Power Point, order entry and CRM programs

We truly value our staff and offer the benefits to prove it, medical, dental and vision insurance, a 401k plan, vacation, holiday, sick and personal leave, etc....

If you are someone who possesses these skills and are up to the challenge, we are looking for you. Salary is commensurate with experience and skill set.

To be considered please fax your resume to 845-215-0170 or email to arricareers@arri.com. *We require that you include your salary requirements.*

ARRI Rental is an equal opportunity employer.